B 4-1-21

App. F. IX-4

1934-3

File No. 134-32

Previous References
IrC 223-30 (1, 5-11)

(IrC)

Serial Nos. 1-2

Later References
IrC 76-34 (1-2)
" 150-35 (1-4, 6, 7)

PRESERVED

General and Revenue Secretariat.

Serial Nos. Jun

Part B for Jun 33

SUBJECT.

Agency for the sale of Soaps - Calcutta.

5(2) In the Ct of the Comptroller Genl. No D 3037-8 of 3-1-33. Sanction the Director's recommendation for the opening of the agreement with the undermentioned firms

W. A. Robinson
23/3/33

Agency for the Sale of Soap in Calcutta

1871

General and Revenue Secretariat | File No. 134 of 1932. (1) | [App. F. III—2

Serial No.	
1	Letter No. D2-491/27-28 dated 17th Nov. 32 from the Dir of Ito recommending that in the circumstances that the Agency for the Sale of Soap in Calcutta may be continued in the name of Messrs Amritlal Ojha & Co instead of the Mysore Agency, Calcutta for another three years from 1.10.32 on certain terms.

Subd

1) Please see flag A for the terms granted to the Mysore Agency, Calcutta and flag C for the terms granted to Messrs Amritlal Ojha & Co. Hitherto the Calcutta Agency were paying railway freight from Bangalore to Calcutta, while free delivery was given to other Agencies. The Dir recommends free delivery of Soaps.

Subd for orders
KMR 12.12.32

2) It is now proposed to give the Agents 20% Consolidated Commission. Whereas they get only 10% before with a cash discount of 2½% and they had also to incur expenditure on advertisements etc. I am not sure if all the Calcutta Agents put together worked up anywhere near 20% if they did not, then 20% being too high a rate & allow, as the maximum allowed to Bom Agents is only 15%. The Director may kindly state whether 20% was proposed

Earl

Mem 12 XII

NOTE—Contn. Sheet.

WD 70—GBPM—60,000—13-8-31.

Agency for the sale of soaps in Calcutta.

1871

I/C File No.	134	of 1932.	General and Revenue Secretariat

D.O. No. 3813 dated 14th Dec. 1932 from the Industrial Chemist, forwarding a statement of Sales made by the Mysore Agency during the last two years of their Agency and amounts given to them on the percentage basis.

3) Asst. Secy's order on the P.U.O.

"Please put up the Connected file"

(Sd.) M.S.R.
14.12.32

4) Submit with the file for orders.

K.M.R. K.B.
14.12.32

5) The proposal is to entrust M/s Amritlal Ojha & Co as Agents for Calcutta area for a period of 3 years from 1st Oct 1932 on a Consolidated Commission of 20% with 10% cash discount, 90 days' time bill (with for sending drafts and Consignments to be sent freight paid & against freight to pay as hitherto).

6) As 20% seemed somewhat a high rate of Commission I obtained & informal from the Ind. Chemist to find out whether the Consolidated Commission of 20% now proposed was anywhere in the neighbourhood of the total expenditure incurred by the Agents on Facing account under the expired Contract. The information furnished by the Ind. Chemist, which is placed below for kind perusal, shows

Serial No.

as his annual increase as previous years but Cost of living was very heavy so he proposed to grant a Consolidated Commission of 20% (include all assessment charges, rebates etc formerly allowed to Agents), if fair & may be approved. 90 days leave must drafts may also be offered & also proposed to send Compliments for year made, as circumstances explained (his 2nd Chemist & suffers from Diabetes).

Secretary of State Council. C. 1932 No. 3966

1) may be sanctioned.

Second Member.

8)

Subs with a draft for approval.

TYPING SECTION 22 DEC. 1932 GENL. & REV. SECT.

NOTE—Contn. Sheet.. 2

To Dirs etc Compt

WD 70—GBPM—60,000—13-8-32

Sanctions the Dir Accounts to calls for copy of his application

File No. of 193 General and Revenue Secretariat

Telegraphic Address.—"INDUSCOM."

GOVERNMENT OF MYSORE.

DEPARTMENT OF INDUSTRIES AND COMMERCE.

GEN. & REV. SECRETARIAT
1 NOV.
DEVELOPMENT BRANCH.

In reply please refer to
No. D2-491/27-28
Encl. 4

FTC 134-32-1

OFFICE OF THE DIRECTOR,

Dated, Bangalore, 14th November, *193* 2

FROM

N. RAMA RAO, Esq., B.A., B.L.,
Director of Industries and Commerce in Mysore,
Bangalore, (India.)

DEVELOPMENT SEC.
17 NOV.

To
S. Abdul Wajid, Esq., B.A.,
Secretary to the Government of Mysore,
Development Department, Bangalore.

SIR,

Agency for the sale of Soap in Calcutta.

With reference to G.O.No.D.7566-7/I&C 214-29-2 dated 3-1-1930 sanctioning the above agency for a period of 3 years from 1-10-1929 and correspondence ending with your letter No.D.917/I&C 287-30-4 dated 11-8-1931 sanctioning certain additional concessions in favour of this agency, I have the honour to state that the terms of this agency expired on 30-9-1932. Mr. Amritlal Ojha, the representative of this agency had come over here during August 1932 to negotiate terms for the continuance of the agency for another period of 3 years and I enclose herein for the information of Government a copy of the minutes of discussion he had with me on 10-8-1932, in which the terms on which the new agency may be conferred are embodied. Points II and III, viz., the addition of Burmah to Calcutta jurisdiction and finding a market for Mysore Soaps in China, forming part of the minutes, will be taken up for separate consideration at a suitable opportunity. The other points may be taken as forming the basis for the new agency proposed. The Industrial Chemist during his recent deputation went further into the question with the gentleman, when he was in Calcutta and I enclose a copy of his letter No.2677 dated 24-10-1932 in which he recommends the grant of another important concession, viz., free delivery of soaps to the agents, which in view of the circumstances mentioned by him seems necessary. I concur with the Industrial Chemist in his view. He also urges expenditure on advertisements in Calcutta market and I shall revert to this question on receipt of the detailed proposals promised by him in this behalf.

The Calcutta Agency under the management of Mr. Amrit Lal Ojha, has done very good work during the period which has just terminated and I enclose for the information of Government a statement of sales together with graphs showing the sales month to month in this area, which has been submitted by the Industrial Chemist.

I recommend therefore that the continuance of the agency for another 3 years from 1-10-1932 on the terms referred to above and request the early sanction of Government for my proposals.

Mr. Amrit Lal Ojha wishes the agency to be continued in the name of Messrs. Amritlal Ojha & Co., of which he is Managing Proprietor, instead of The Mysore Agency, Calcutta, as hitherto, as he is severing business connections with the latter firm. This may be approved.

(PTO)

GOVERNMENT SOAP FACTORY, BANGALORE

24th October 1938

No:2677 (Secret)
Cash Sales.

To

M/s. [illegible] in Mysore,

[illegible].

Sir,

Subject: The application of Messrs. Amritlal Ojha & Co., for giving free delivery of Soaps in Calcutta. (Original application enclosed herewith)

I have the honour to report as follows:

1. The Agency for three years for Calcutta area was entrusted to Messrs. Amritlal Ojha & Co., with effect from 1st October 1938. The most important terms are a guarantee of sales of not less than Rs. 80,000/- during first year, of not less than Rs. 1,10,000/- during second year, and the third year's quota to be fixed at the end of the second year. A consolidated commission of 20 per cent to be given and 90 days time for payment with 1 per cent cash discount.

2. Formerly the Agency had been entrusted to Mysore Agency, Calcutta and their average sales was about Rs. 5,000/- a month or Rs. 60,000/- a year.

Y. V. C.

3. We used to receive regular indents from Calcutta every month, but during August and September we did not get any. On account of an unexpected disturbance in the market the merchants held back their indents for Soaps on the plea that they could get the Mysore Sandal Soap cheaper from U. P. area.

4. The position mentioned in para (3) developed owing to the cunningness of a merchant in Mogul Sarai (U.P.) and later in Allahabad (U.P.). According to the Agency terms with our U. P. Agent all dealers in U. P. get their supplies free on rails, and this is not so in the case of Calcutta merchants who were accustomed to pay Railway freight from Bangalore to Calcutta for over ten years. Now the concession freight rate from Bangalore to Calcutta is roughly Rs. 1-10-0 per maund. The freight charges from Mogul Sarai to Calcutta is roughly Rs. 14/- a maund. Therefore there is a difference of Rs. 12/- in the Railway freight. The Mogul Sarai merchant wrote to Calcutta dealers that he would give the same terms as the Calcutta Agents and in addition give each case about Rs. 12/- cheaper. This was possible for him because the Cawnpore Agent with a view to secure large business in Mogul Sarai had offered to pay 10 per cent commission (i.e., all he got himself from us, in order to get a large turnover). The Mogul Sarai merchant got 83 half cases of Sandal Soap and re-directed all of them to Calcutta and thus poisoned our market which had not varied for over seven years. The mischief was done and it was only after my personal assurances to dealers that they required to handle our products, but every one of them

them wanted some more concessions either in the form of more pro[illegible], f.o.r. delivery, etc.

5. I have no [illegible] proper bundo-bust, that our [illegible] wish to [illegible] and Behar. (Vide letter from [illegible], copy [illegible]).

6. [illegible] delivery in (1) Hyderabad [illegible], (2) [illegible], (3) Karachi [illegible], (4) Lahore area, (5) Cawnpore [illegible] (6) Lucknow area. Therefore we cannot withhold this concession [illegible] Calcutta or a few other towns. Amritlal Ojha & Co., have also made an application. In order to remove the recent misunderstandings, and more than anything else in order to remove the possibility of dealers in U. P. to re-direct Soap to Calcutta taking advantage of differences in Railway freights. I recommend this concession on the distinct understanding that the dealers get direct advantage of it and that the dealers are informed of it also.

7. Calcutta requires more advertisement, more [illegible] than [illegible] can do. Mr. [illegible] had suggested that we should put up an electric sign (just as in Lyrore and Bangalore) near Howrah Bridge. I have selected a beautiful and exceedingly advantageous place and as soon as I have estimates ready I shall submit my proposals to you.

Hoping to receive your early orders.

I have the honour to be, Sir,
Your most obedient servant,

kv)

Industrial Chemist.

GOVERNMENT SOAP FACTORY, BANGALORE

No. 969.

Immediate.

Confidential

Bangalore.
12th August 1932.

Submitted to the Director of Industries & Commerce.

[illegible] point of discussion that took place [illegible] between the Director of Industries and Commerce [illegible] subject [illegible] Ltd., Calcutta, at the Director's office at 10 [illegible].

1. Proposition [illegible] the Government for the [illegible] of the Soap [illegible] manufactured [illegible] for [illegible] proposed to [illegible] additional [illegible] [illegible] by erection of [illegible] [illegible] [illegible].

2. The period of [illegible] money will be for three years [illegible] [illegible], Soap, Other [illegible].

3. [illegible] is proposed to give an [illegible] of Rs. 1,00,000/- with [illegible] Rs. 1,10,000/- [illegible] the [illegible] [illegible] of the first year will be set [illegible] [illegible] part of the second year of the agency.

4. [illegible] a commission of 2½ per cent on the [illegible] manufactured at the factory calculated [illegible] the sale price current from time to time.

GOVERNMENT SOAP FACTORY, BANGALORE

6) The firm is to be given a grant of Rs.500/- for pushing our new products in the market. This amount is to be spent generally on the broad lines approved of by the Director, but the point is important point is that the whole amount should be spent to push the new products.

7) No other terms will be to be in the main on the basis of the existing conditions.

II. In the event of Messrs. Amrit Lal Ojha & Co., not doing up to guarantee of sales of our products in our territory the first year of not less than Rs.12,000/-, we should take up the question of having that territory released from Messrs. Ojha & Co.

III. Messrs. Amrit Lal Ojha & Co. Ltd. are permitted to post our goods in advance. They should to submit to us their requisitions well in time as far as possible.

N.B.:- The remarks mentioned in para I refer to sales in Delhi only, any sales outside this territory not counting to the guarantees.

Industrial Chemist
Chemical Engineer.

C.C.to Mr.

GOVERNMENT SOAP FACTORY, BANGALORE

11th August 1932.

Candidate.

Madras (Group)
Ent: Bond & grade.

The Director of Industries &
Commerce in Sugars, Bangalore.

Sir,

I have the honour to enclose herewith the following papers relating to the Sugars Agency, Calcutta, for your information.

1) A copy of the Agreement embodying the terms of the Government order. The agency comes to an termination on September 30th 1932 and Mr. Amrit Lal Ojha has come to Bangalore with a view to renew the agency. The main terms of the agency are as follows:-

a) Delivery at factory prices f.o.r. Bangalore.

b) Commission - 10 .

c) Our share of discount - 2½%.

d) Payment - 30 days bill bills plus 1% cash discount. (This is in accordance with letter No.D.917/I.C.287-30-4 dated the 11th August 1931 from the Development Secretary to Government to the Director of Industries and Commerce).

K. 8/8

e) We pay Rs.100/- a month provided they spend not less than Rs.50/- per month. But as a matter of fact they spend very much more than this.

In addition to the above, out of the special advertisement grant of the Soap Factory we generally allot some extra funds for advertisement. This came to Rs.710-7-0 in 1930 and 1,403-6-9 in 1931.

f) They are allowed a bonus of Rs.6/- per case from the 151st case onwards in a year.

A 2) I enclose herewith a statement of the sales in 1929, 1930, 1931 and for seven months in 1932. Since the Mysore Agency was re-organized and came under the control of Mr. Amritlal Ojha sales have substantially gone up and I personally think they have made out a case for the renewal of the agency. A graph showing the sales from month to month is also submitted for your information. A statement of sales from which the graph has been prepared is also submitted.

3) A comparative statement showing the amount spent on advertisements in the Mysore Agency area by the factory during the years 1929, 1930, and 1931 is also enclosed herewith. The statement also shows the ordinary advertisement grant we give as per agreement and the allotments made out of our special advertisement grants.

4) Another concession enjoyed by the Mysore Agency is due to the efforts made by the Director of Industries and Commerce in securing for our soaps a concession rate in all

freight which approximately saves about a rupee per case. The value of this concession is approximately Rs.1,000/- per year.

I have the honour to be,
Sir,
Your most obedient servant,

Industrial Chemist :
Chemical Engineer.

G.S.

Terms of Agreement of the Agency of The Mysore Agency, 6, Lyons Range, Dalhousie Square, Calcutta, for the sale of soaps manufactured by the Government Soap Factory, Bangalore.

---

1. The Mysore Agency, Calcutta, to be appointed as sole Agents for the sale of soaps manufactured by the Mysore Government Soap Factory, Bangalore, Sandal and Toilet and Cricket and this Agreement to be in force for three years from 1st October 1939.

2. The sole Agency to be terminated by three months' notice on either side.

3. The Mysore Agency to furnish a security of Rs. 1,000/- either in cash or in bonds. If the security is offered in cash it may be allowed interest at the Savings Bank rate.

4. The Mysore Agency to be given no remuneration for their work to cover a commission of 10 percent on all sales of soaps.

5. In addition to the above, the Mysore Agency to be given a further remuneration equivalent to half the discount allowed by them to dealers, such remuneration being subject to a maximum of 2½% of the value of soaps sold.

6. The Mysore Agency to be paid a sum of Rs. 100/- per month by the Government Soap Factory for advertisement charges against Rs. 50/- per month to be incurred by the Agents on this account.

7. The price at which the Mysore Agency should sell soaps to be fixed by the Soap Factory. The sale price should consist of the price of soaps at Bangalore plus the actual transporting charges incurred from Bangalore to the customer's own shops.

8. No credit to be given to the Mysore Agency. Cash payments are to be made by them against railway receipts at one of the Banks in Calcutta. The Mysore Agency should be allowed 1½% discount for cash payment. If any bill is not honoured by the Mysore Agency on presentation, the Soap Factory to be at liberty to adjust the amount of the bill

Statement showing the sales made by the Mysore Agency, Calcutta during the Calendar years 1929, 1930, 1931 and the ~~four~~ Seven months ending 31.7.32.

Sl. No	Month	1929 Rs	as	P	1930 Rs	as	P	1931 Rs	as	P	1932 Rs	as	P	Remarks
1.	January	NIL			1,680	-	-	4,296	-	-	4,380	-	-	
2.	February	NIL			NIL			4,308	-	-	8,580	-	-	
3.	March	1,680	-	-	2,100	-	-	4,200	-	-	NIL			
4.	April	1,680	-	-	12,600	-	-	8,400	-	-	8,688	-	-	
5.	May	1,680	-	-	12,600	-	-	4,470	-	-	8,400	-	-	
6.	June	3,360	-	-	NIL			8,400	-	-	NIL			
7.	July	2,100	-	-	4,296	-	-	NIL			8,940	-	-	
8.	August	2,100	-	-	4,306	-	-	12,600	-	-				
9.	September	NIL			4,872	-	-	NIL						
10.	October	2,100	-	-	4,200	-	-	4,380	-	-				
11.	November	NIL			4,200	-	-	NIL						
12.	December	NIL			4,200	-	-	4,267	8	-				
	Total.	14,700	-	-	55,054	-	-	55,321	8	-	38,988	-	-	

11/8/32.

Industrial Chemist &
Chemical Engineer

● Comparative Statement ~~of~~ showing the amount spent on advertisements in the Mysore Agency Area during 1929, 1930, & 1931.

Particulars.	1929. Rs	1930 Rs	1931 Rs	Remarks.
Thacker's Directory	10 2 -	10 2 -	10 . .	
S. G. N. Posters.	40 - -	- - -	- - -	Pro Rata.
Tri colour blocks.	9 6 -	- - -	- - -	" "
Rangabhumi Pictorials.	87 8 -	87 8 -	- - -	" "
Cash memo Pads.	29 6 -	- - -	- - -	" "
Advertisement Tin Plates.	104 8 -	- - -	- - -	
Ordinary advertisements.	1,200 - -	1,200 . -	1,200 - -	
Enamel plates	- - -	595 8 4	- - -	" "
Soup factory film.	- - -	100 . .	- - -	
Calendars.	- - -	59 6 -	- - -	" "
Special advertisements.	- - -	710 7 -	1,403 6 9	
Swadeshi Directory	- - -	- - -	2 - -	
All India advertisement.	- - -	- - -	829 7 -	" "
Total	1,483 14 -	2,762 15 4	3,444 13 9	

Bangalore
11.8.32

Industrial Chemist &
Chemical Engineer.

11.8.32

14

TELEPHONE 373 CITY.

GOVERNMENT SOAP FACTORY, BANGALORE.

S. G. SASTRY, ESQ., B.A., M.Sc., (LOND.) F.C.S., F.M.U.
INDUSTRIAL CHEMIST AND
CHEMICAL ENGINEER

TELEGRAMS :—
"SOAPS" BANGALORE.
CODES: BENTLEY'S A. B. C.'
5TH & 6TH EDITIONS. & UNICODE.

Bangalore, 14th December 32.

2311

D.O. No. 3813
ENCL. ones.

Dear Mr. Ramchendra Rao,

Herewith a statement of sales made by the Mysore Agency during the three years of their agency and how the various amounts given to them works out on the percentage basis,

Yours sincerely,

M.S. Ramchendra Rao, Esq., B.A.,
Asst. Secretary, Development Department,
Public Offices, Bangalore.

MADE IN NORWAY

Statement showing the sales made by the Mysore Agency during the period between 1-10-1929 to 30-9-1932.

15

Sl. No	Month	I st. year			II nd. year			III rd. year			Remarks
		No of Toilet Soap cases only	Total amount of business done. Rs	as Ps	No of Toilet Soap cases only	Total amount of business done. Rs	as Ps	No of Toilet Soap cases only	Total amount of business done. Rs	as Ps	
1.	October	25	2,100	- -	50	4,200	- -	50	4,380	- -	
2.	November		NIL		50	4,200	- -		NIL		
3.	December		NIL		50	4,200	- -	50	4,267	8 -	
4.	January	20	1,680	- -	50	4,296	- -	50	4,380	- -	
5.	February		NIL		50	4,308	- -	100	8,580	- -	
6.	March	25	2,100	- -		NIL			NIL		
7.	April	150	12,600	- -	150	12,600	- -	100	8,688	- -	
8.	May	150	12,600	- -	50	4,470	- -	100	8,400	- -	
9.	June		NIL		100	8,400	- -		NIL		
10.	July	50	4,296	- -		NIL		100	8,940	- -	
11.	August	50	4,306	- -	150	12,600	- -	~~100~~ 75	6,696	- -	
12.	September	58	4,872	- -		NIL			NIL		
	Total.	528	44,554	- -	700	59,274	- -	625	54,331	8 -	

		First year			Second year			Third year		
1.	10% Commission	4,455	6	-	5,927	6	-	5,433	2	-
2.	2½% Half share of discount	1,113	14	-	1,481	14	-	1,358	4	-
3.	Rs 100/- per month to Gradut	1,200	-	-	1,200	-	-	1,200	-	-
4.	Extra 5% commission on new products.		NIL		10	-	-	57	10	-
5.	Rebate @ Rs 6/- per case after the 1800 cases.	2,088	-	-	3,072	-	-	2,670	-	-
	Total.	8,857	4	-	11,691	4	-	10,719	-	-

Sl. No	Year	Sales			Commission & other Concessions			Percentage	Remarks.
1.	I st year from 1.10.29 to 30.9.30	44,554	-	-	8,857	4	-	19.88	
2.	II nd year from 1.10.30 to 30-9-31	59,274	-	-	11,691	4	-	19.72	
3.	III rd year from 1.10.31 to 30.9.32	54,331	8	-	10,719	-	-	19.73	

SPB
14/12/32

S P Basu

Industrial Chemist &
Chemical Engineer.

17

G.R.S. App. F VI G-2]

SUBJECT ..... abl

3 copies

Diary No. of letter replied to .....

Sec. Ite.

File No. 134-32

Serial No. 2

General and Revenue Secretariat

( )

the 193 .

Proceedings of the Government of His Highness the Maharaja of Mysore.

Date of issue 3/11/33

Signed by H C N Rao

Read—

G.O. 5113-14/Ite 168-28-2 dated 17th Nov. 1932 sanctioning the appointment of the Mysore Agency Calcutta, as sole agents for the sale of Mysore Soaps, ~~manufactured by the Govt. Soap Factory~~, in Bengal, Assam, Behar and Orissa, for a period one year, from 1st Oct. 1928 Order Thereon No., on certain terms & Conditions.

G.O. No. 7566-7/Ite. 214-29-2 dated 3rd Jan. 1930, sanctioning the continuance of the above agency for a further period of three years from 1st Oct. 1929 on certain terms.

Letter No. Dz-491/27-28 dated 17th Nov. 1932 from the Dir. of Ite reporting that the period of the

May this be

(i) Printed ?

(ii) treated as a standing order ?

(iii) published in the Gazette, English Part ?

(iv) translated ?

(v) placed at the disposal of the press ?

(vi) published in the Gazette, Kannada Part ?

See 3 copies 28/11

18

above Agency expired on 30th Sept 1932
and recommending in here Cir
Commerce explained, that the
Sole Agency for the sale of Mysore Soap, ~~other~~
& other products given for Soap factory
~~products manufactured in the~~
~~Soap factory~~, may be given
~~in the name of~~ to Messrs Amritlal
C/ha & Co. Calcutta with effect from 1st Oct 1932
instead of the
Mysore Agency, Calcutta for another
three years with ~~some modifications~~ on the following modified terms & conditions
in the terms of the Agency. (as detailed here)

Order no. D 3037 dated. 3/11/32

The recommendation of the Dir
~~to the Continuance of the Agency for~~
~~a further period of three years with~~
~~effect from 1st Oct 1932 in the name~~
of Amritlal C/ha & Co, Calcutta,
is sanctioned. The Dir is requested
to ~~submit to Govt~~ forward accordingly the agreement embodying
the terms of Agency, as modified
in ~~this Office~~.

19.11.32
for Secy to Govt
Com dept

To. The Dir of Ite
The Comptroller.

List of enclosure

Copied by

Examined by

WD 02560 --GPB --11,250--2-7-30

Agency Terms & Conditions

Messrs Amrital Osha & Co, Calcutta, to be appointed as sole agents for the sale of ~~Hypoc~~ Soaps ~~& other products~~ And Shampoo manufactured by Messrs the Jost Soap factory

2. The Period of agency will be for three years w.e. effective from 1st Oct 1982

3. Territory: Bengal, Assam, Behar & Orissa.

4. The Firm will have to ~~give as a~~ guarantee ~~of~~ sale of Soaps of not less than Rs 80,000/- worth of Products during the first year, of not less than Rs 1,10,000/- during the second year. The ~~performance~~ limit for third year will be settled towards the latter part of second year of the agency

5. The Firm will ~~get~~ be allowed a Commission of 20% ~~flat rate of all products manufactured at the factory~~ Calculated on the basis of the sale prices Current from time to time

6. The Firm ~~is to be~~ will be given a grant of Rs 500/- for ~~purchasing~~ purchasing new products in the market. This amount is to be spent ~~generally on some broad~~ on the lines approved of by the Dir, subject to the Condition that the most important part is that the whole amount ~~should be~~ is spent ~~to promote~~ for the specific type of products. If purchasing the products in bulk as mentioned in the terms & conditions ~~but~~ the Firm ~~ought to~~ be in the team on the basis of the existing Conditions.

7. The Other terms ~~& Conditions~~

8. Delivery - - - The soap facility will be delivered ~~at~~ Calcutta free on rails ~~at all the~~ Howrah Terminals.

9. Payment of Bills: Bills at sight ~~with~~ 30 days with 1% discount for cash payment

21/1/82

23/1